

FIG. 1

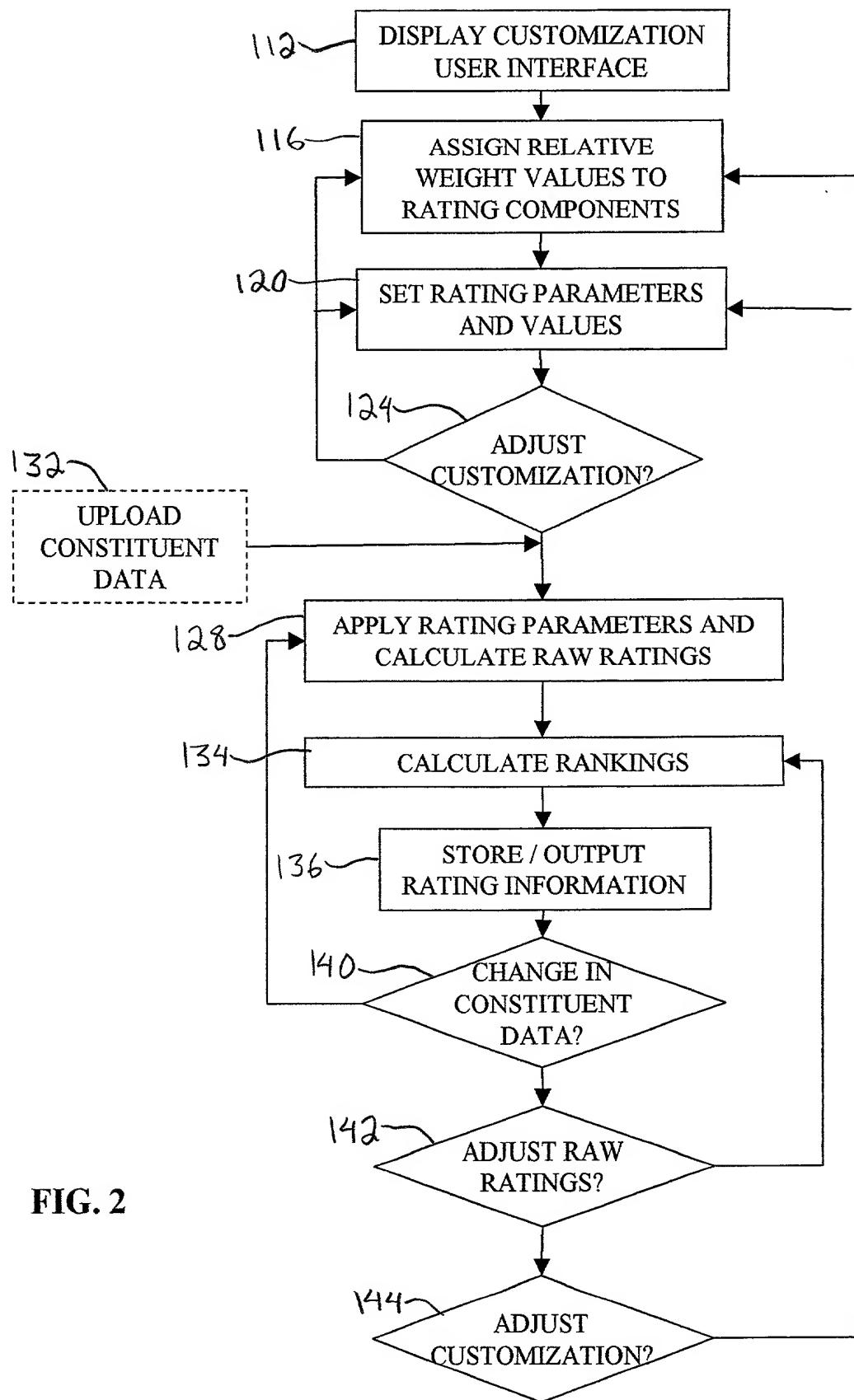


FIG. 2

N 30

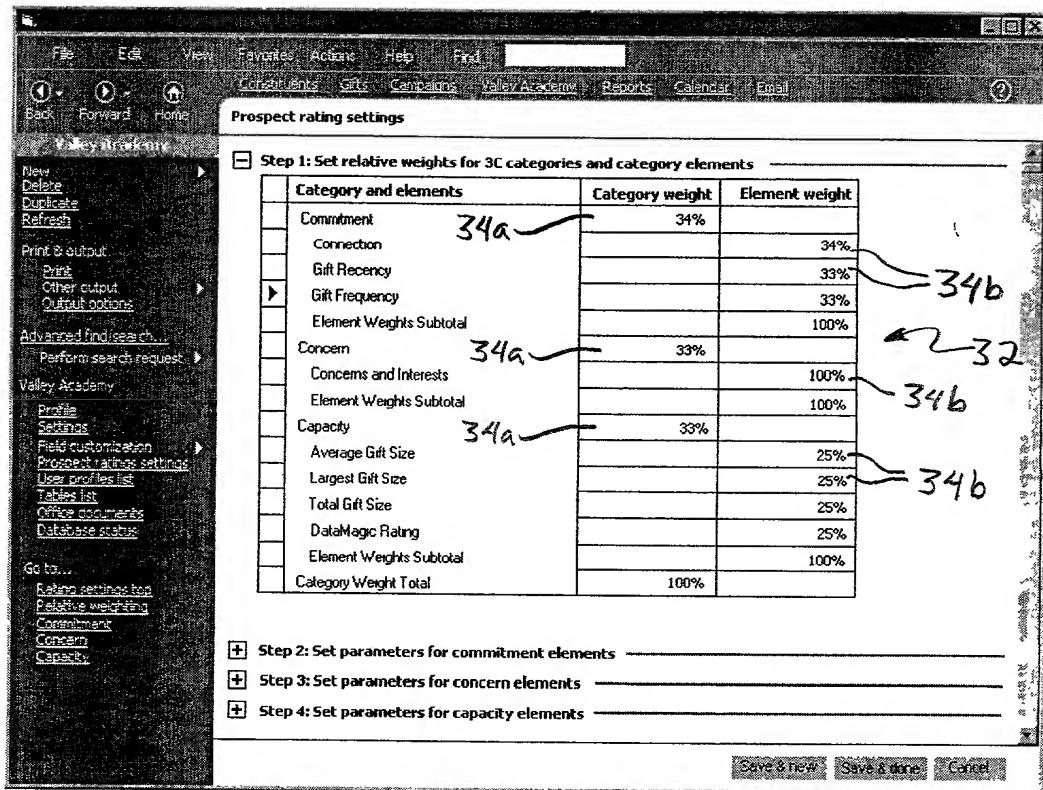


FIG. 3

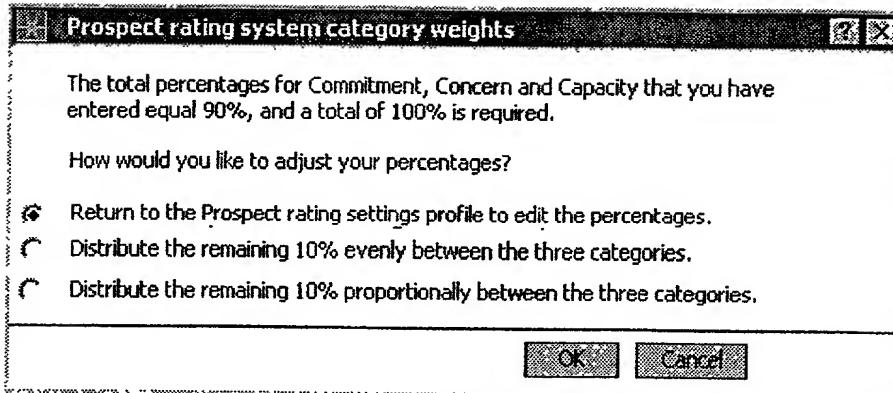
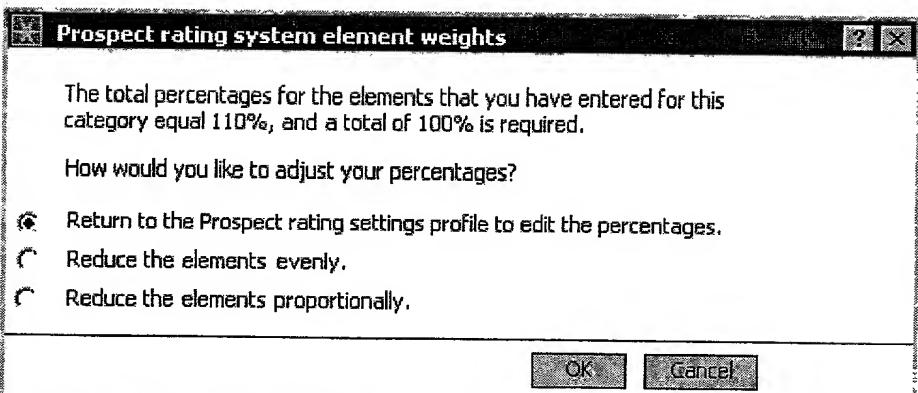
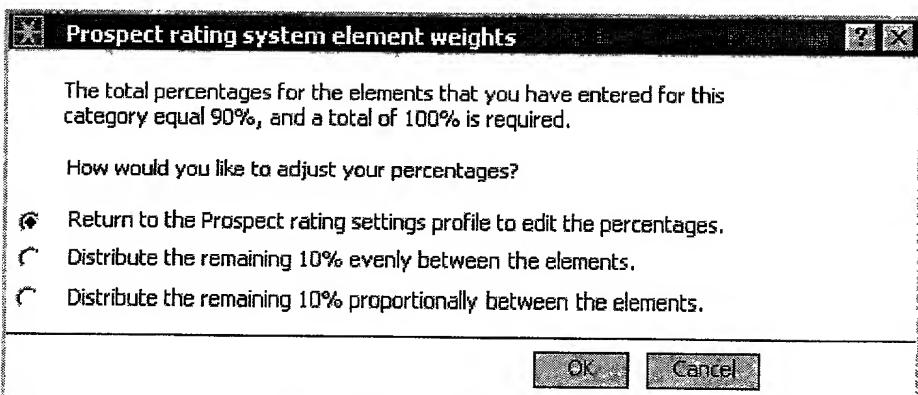
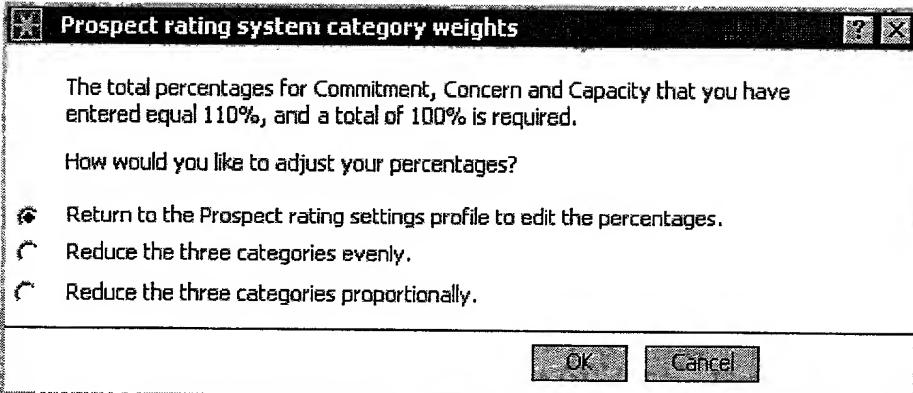


FIG. 4



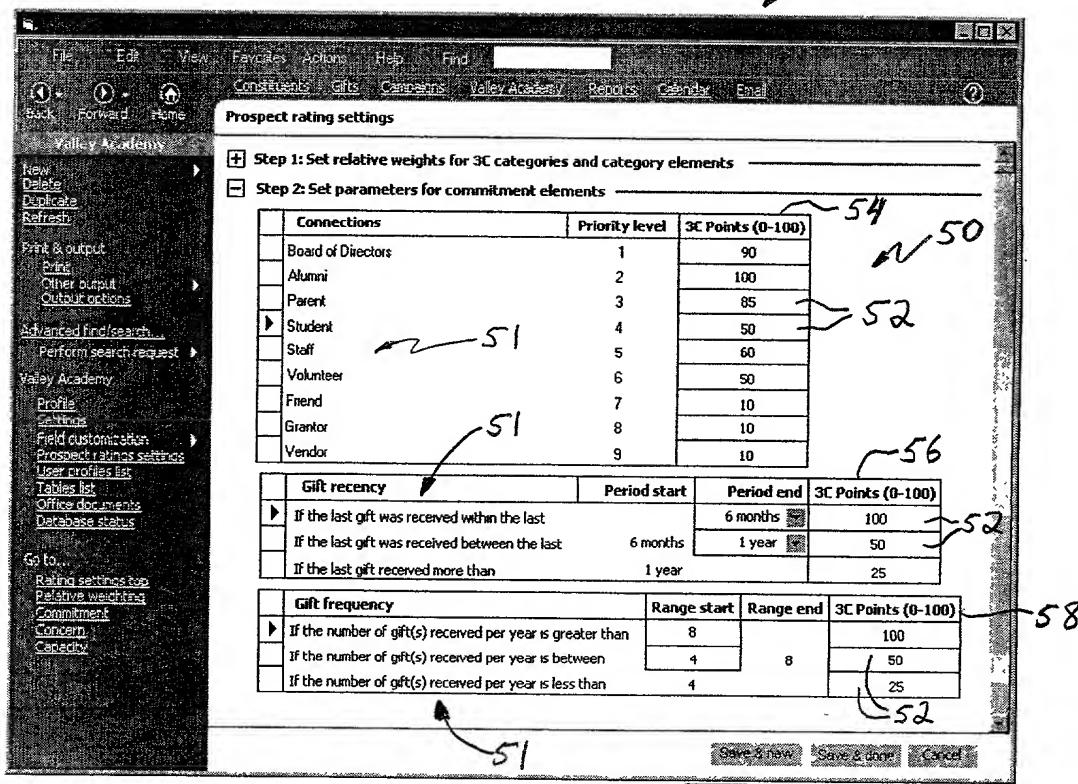


FIG. 8

Period end
1 week
2 weeks
3 weeks
1 month
2 months
3 months
4 months
5 months
6 months
7 months
8 months
9 months
10 months
11 months
1 year
2 years
3 years
4 years
5 years
5+ years

✓59

FIG. 9

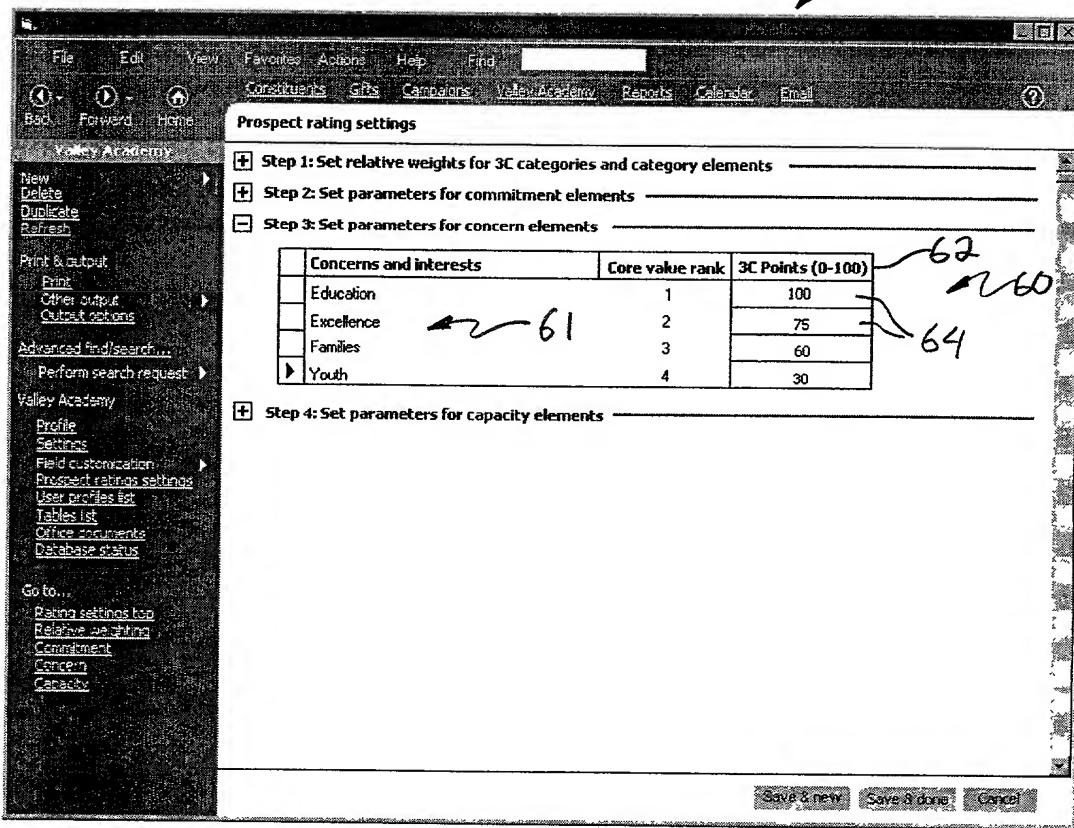
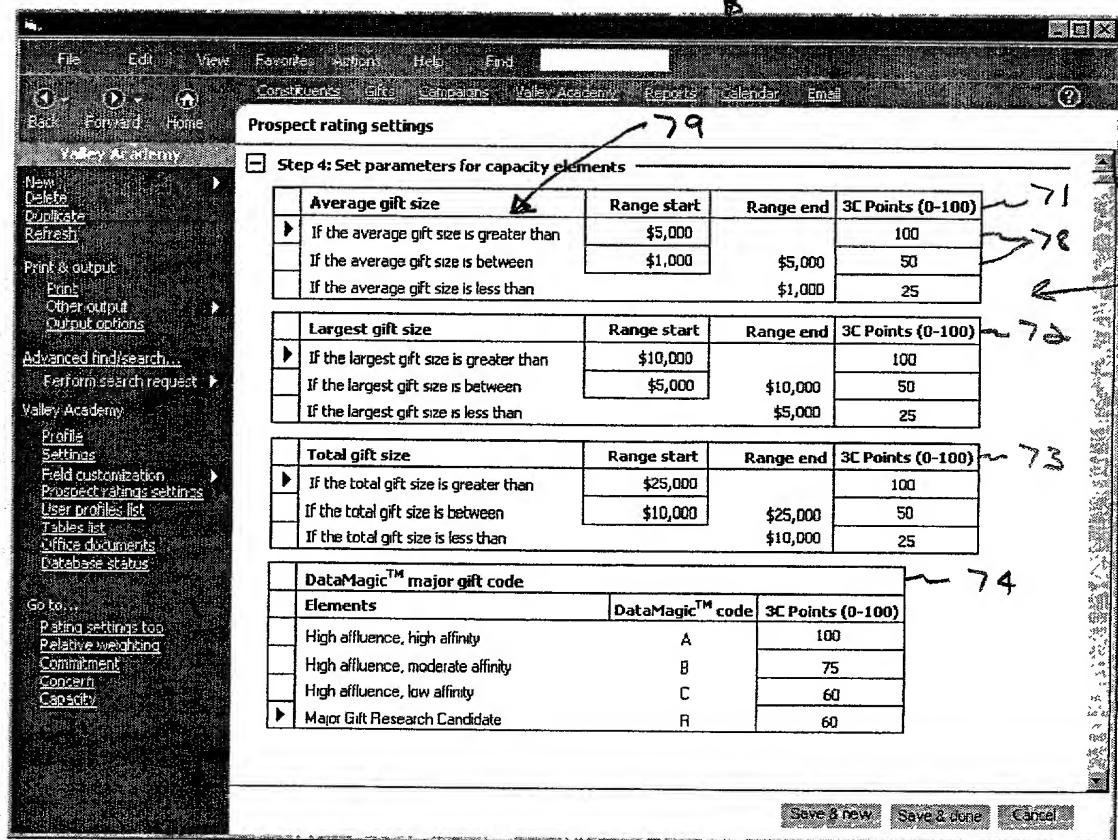


FIG. 10



Prospect rating settings step 4 data (10/10/01)

Fig. 11

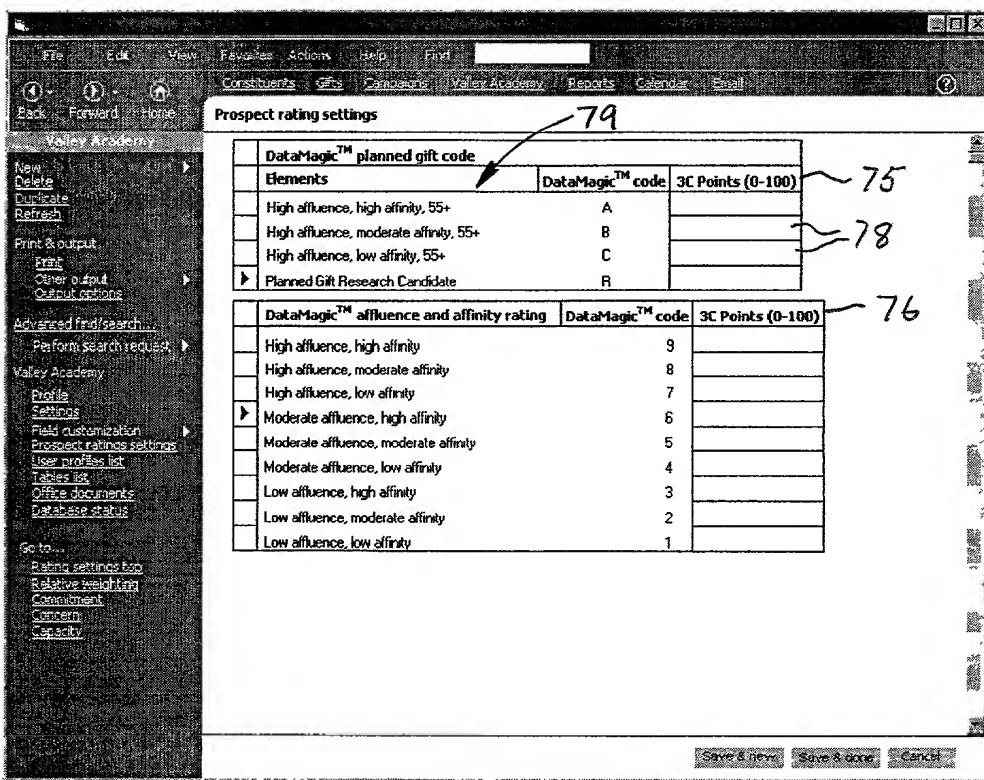


FIG. 12

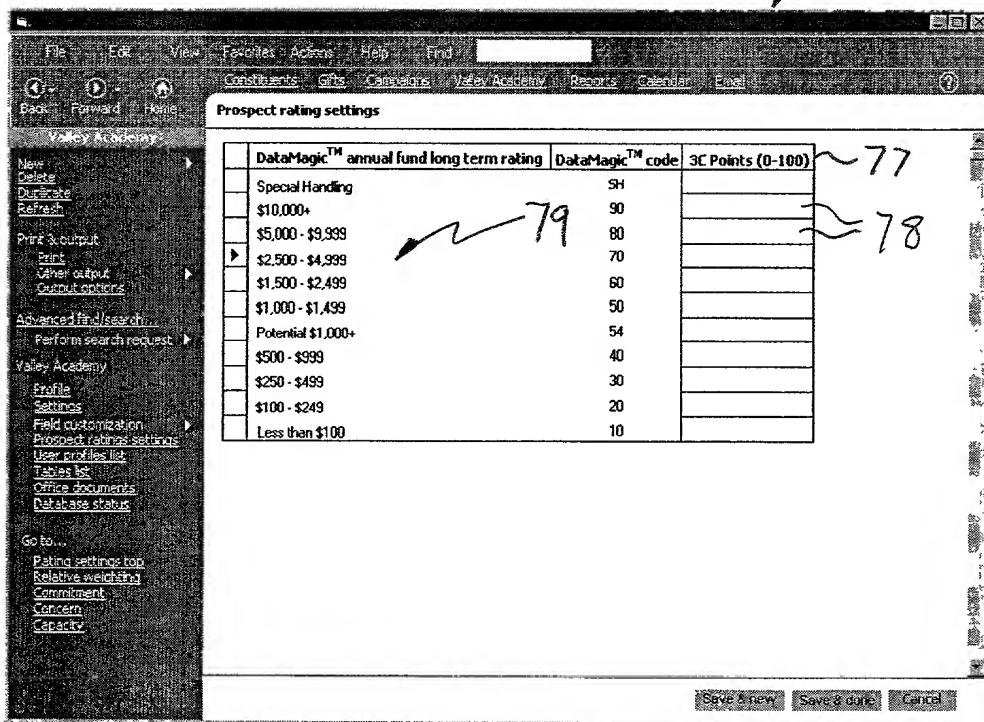


FIG. 13

✓ 80

82

84

File Edit View Favorites Actions Help Find

Constituents Gifts Campaigns Valley Academy Reports Calendar Email

Mr. William A. Cote (Bill) - Parent - #6735 PR5#: 134/76%

Prospect rating

	Raw rating	Rating as of	Percentile	Last ranked on
Prospect rating	134	3/23/01	76%	12/31/00
Commitment				
Connection	66	11/7/00		
Gift recency	25	3/23/01		
Gift frequency	17	3/23/01		
Adjustment	0			
Commitment summary	54	3/23/01	71%	
Concern				
Concern	190	8/29/00		
Adjustment	0			
Concern summary	48	8/29/00	85%	
Capacity				
Average gift size	20	3/23/01		
Largest gift size	23	3/23/01		
Total gift size	15	3/23/01		
DataMagic™	71	10/1/00		
Adjustment	0			
Capacity summary	32	3/23/01	72%	
DataMagic™ information as of 10/1/00				
Subject	Rating			
Major gift code	Major Gift Research Candidate			
Affluence and affinity rating	Moderate affluence, high affinity			
Annual fund short term	Potential \$1,000+			
Annual fund long term	\$5,000 - \$9,999			

Save & new Save & done Save unfinished Cancel

FIG. 14

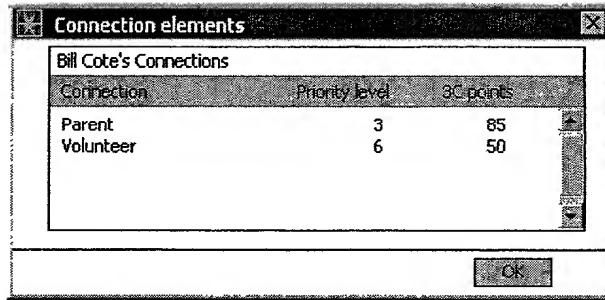


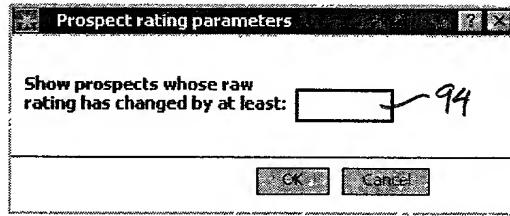
FIG. 15

— **Changes to donor rating — this week** — edit —

<u>Mr. David G. Beckham</u>	83 +18
<u>Mrs. Sandra Fiddlesticks (Sandy)</u>	77 +15
<u>Lawrance L. Leong (Larry)</u>	66 +12
<u>Mrs. Gerry Gerald</u>	72 +11
<u>Ms. Catherine Cummings (Cathy)</u>	50 +10
<u>Mr. Ernest H. Dunkins</u>	66 -12
<u>Mark Mintor</u>	59 -16
<u>Mrs. Lolla Vingnette</u>	61 -17

2 90

FIG. 16



Prospect rating parameter subwindow

FIG. 17

✓ 96

Mr. Patrick F. Gregory (Pat)		Board of directors, Former	Rating: 92 Rank: 99%	
1200 Forest Glen Rd. Andover, MA 02133	Home: 978-343-7866 Work: 617-766-1210 x122 pgregory@mediaone.net	Volunteer Friend	Commitment: 100 Concern: 95 Capacity: 98	
Most recent special goal Become part of Platinum club		By date Thu. 11/01/01	Status Active	
Comment Blah blah blah				
Contacts	Type	Date	Subject	Assigned to
Last:	Call	Wed. 5/1/01	Discuss Discovery Phase Committee Appointees	Chris Seymour
Next:	Appointment	Thu. 6/15/01	Lunch to discuss campaign pledge	Chris Seymour
Giving summary				
Amount	First	Last	Largest	Total
	\$100	\$15,000	\$50,000	\$95,000
Date	12/12/92	4/1/01	7/10/99	6 years of consecutive giving 9 total years of giving

FIG. 18